

Fri 4pm
Dec 4, 1987

B&W PRICE INCREASE

\$2.00 / M on all major brands

2.75 / M on GPC

2.50 / M on Falcon Lights

40¢ / CTN ON. RICHARD 25's

TERMS:

12/8 - 12/11 250%

12/14 - 12/23 250%

12/24 - 12/31 150%

90/10 deal:

90% of total invoice due in 28 days

10% of total invoice due in 14 days

Letter
to

12/23

allocation

for as of
w/ Dec
1987

shipments

202/11 Dec 14

Negotiable

250%

1 week

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